

LOSCAM

LEADER

Your Pooling Solutions Partner

ISSUE 25

**CROSS-BORDER
PALLET TRANSFERS
BECOMING A
REALITY**



**LOSCAM PALLETS
PROVEN MORE ECO-FRIENDLY**

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President speak

Welcome to another edition of the Loscam Leader. This edition sees us bringing The Leader and Across Asia together. This has occurred after we received feedback from our customers that they missed reading about the broader events that take place in the Loscam marketplace.

In this edition we continue to share stories on how Loscam is working with its customers to provide solutions in our various markets. We also discuss the new management internal structure that we have put in place to continue to focus on our customers.

As part of this restructure and a continuation of our succession plan, I am taking the opportunity to step down as President from July 2015. I would like to thank our customers for all the support that they have given both Loscam and me personally over the past seven years. The business has gone through a number of disasters, some natural, some of our own causing!! Without your support we could not meet our aim of being your Partner of Choice. The same applies for all our suppliers who

have worked with us to lift standards to ensure that we provide the best service that we can to our customers.

To all of the 1750 Loscam employees it has been a privilege to work with you and see the business develop into the Leader in Pallet Solutions in Asia.

Finally to my family who have allowed me to spend too much time away from home, it is now my chance to catch up on time lost.

To everyone thanks for the memories!

Mark Daniel
President



Loscam's new structure

NEW STRUCTURE FOR LOSCAM BRINGS THE BUSINESS CLOSER TO CUSTOMER NEEDS.

Loscam has introduced a new management structure to lead the business forward. The new arrangement sees three Executive Vice Presidents continuing to head up the business in Loscam's three key regions. Daniel Bunnett is Executive Vice President in Australia and New Zealand, Sirin Limpitooton holds the corresponding position in South East Asia, and Tai Chingnam is Executive Vice President for Greater China.



Michael Donahoe
Vice President
Customer Solutions

The new structure also includes Linda Tsui, Executive Vice President Finance, and David Edwards who is Vice President Marketing & Development.

"The new Loscam structure is designed for further enhance local management responsibility," says Mark Daniel, Loscam

President. "This will also strengthen the company's research and development capabilities, and more closely align the business with customer needs."

A new position of Vice President Customer Solutions has also been created. Michael Donahoe, formerly Head of Customer Solutions within Loscam Australia, has stepped into that role. Michael joined Loscam in 2013 and has extensive experience in retail supply chains. He was previously Head of Supply Chain for the Coles Express business.

"The Vice President Customer Solutions position has been created to centralise all customer solutions efforts across the group," says Mark. "Loscam has introduced a suite of new customer solutions across its markets in Asia Pacific recently."

The new structure will place Loscam in a strong position to meet increasing demand from retail and CPG companies that are seeking innovative returnable packaging solutions to optimise their supply chains.

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ON THE COVER: CROSS-BORDER PALLET TRANSFERS
BECOMING A REALITY



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Loscam Pallets

proven to be more eco-friendly

LOS CAM CUSTOMERS ARE PLACING EVER-GREATER FOCUS ON LIFE-CYCLE ASSESSMENT (LCA) TO ASSESS THEIR ENVIRONMENTAL IMPACT.

Customers are seeking to reduce their carbon footprints, investigating ways to reduce waste and improve their environmental responsibility.

To achieve this, most companies have board level appointees tasked with introducing and leading programs with environmental goals. These programs are carefully designed, highly promoted and have impact across all functions.

As a matter of good business sense, Loscam has also turned its attention to the business's own life-cycle assessment process. Initiatives are in place to reduce waste from Loscam's operations and to increase the recycling of timber used in pallet repair.

"We share our customers' view that not only does this make good environmental sense, it make commercial sense, too," says Mark Daniel, President of Loscam.

To identify the eco-benefits of using its pooled pallets, Loscam recently contracted Edge Environment to work with the business to assess the environmental performance of Loscam's pallets against other types of pallets used in Australia and China.

The study proved the use of pooled pallets from sustainably sourced timber is much more environmentally friendly than non-pooled one way pallets and pallets made from plastic and cardboard (refer charts as shown).

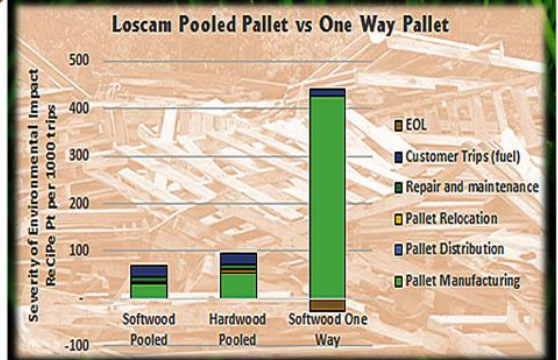
Edge Environment is a Sydney-based consultancy that supports companies to measure, understand and manage the environmental and social impacts of their products, services and operations. Their specialists have worked with clients including Probuild, Ingham, City of Sydney, MSM Milling, Dulux and Sanofi Aventis.



One way pallets such as these mostly end up in landfill

Loscam's pallet pools are proven to be more eco-friendly than traditional one way pallets

- The study shows that compared to one way pallets, Loscam's pooled pallets create much less waste, produce far fewer green house gasses and consume significantly less energy.
- In 2014 we estimate Loscam pooled pallets made over 58 million trips. This equates to an annual environmental benefit when compared to one way pallets of:
 - ✓ 155,000 tonnes of solid waste (enough to fill 22,042 garbage trucks)
 - ✓ 15,500 tonnes of fossil resources saved (equivalent to 108,770 barrels of oil or enough to power 4,714 homes for a year)
 - ✓ 53,000 tonnes less greenhouse gasses released (equivalent to 13,275 cars taken off the road)
- Over the life of a pallet, Loscam's pooled pallets, compared with one-way softwood pallets:
 - ✓ Reduce waste by 97%
 - ✓ Save fossil resources by 56%
 - ✓ Reduce green house gas emissions by 53% CO2 eq.



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Increasing Cross-Border trade brings opportunities for all

AS THE PRACTICALITIES OF MOVING FREIGHT BY TRUCK ACROSS ASIA'S BORDERS IMPROVE, EXPECT TO SEE MORE CONTAINERISED SEA FREIGHT SWITCHING TO LAND-BASED ROAD TRANSPORT.

The costs of manual loading and unloading of containers are rising. At the same time, the development of roads is improving and customs procedures throughout Asia are being streamlined.

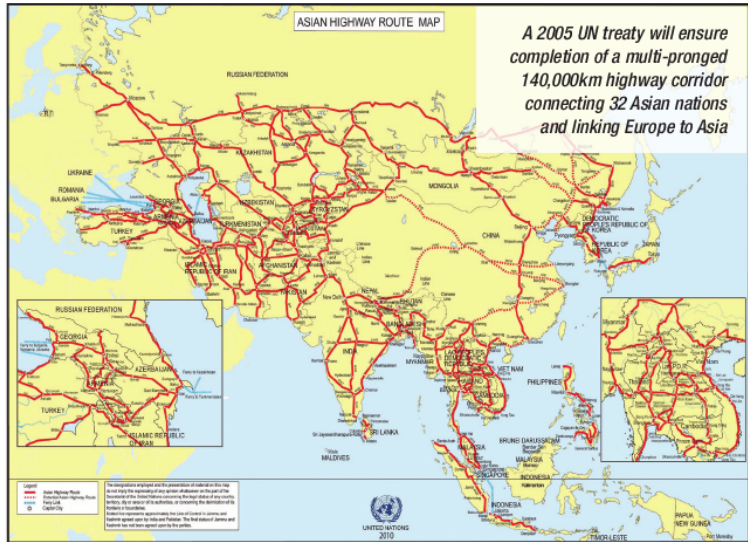
So a growing number of fast-moving consumer goods (FMCG) companies are now deciding to take advantage of cross-border trucking options. Combined with the need for increased loading efficiencies, the use of palletised freight on these trips is set to grow.

Growing trade liberalisation is also having a positive impact on the situation and is encouraging increased usage of road transport as customs procedures across Asia become aligned and cohesive.

This streamlining of procedures is a focus of current Association of Southeast Asian Nations (ASEAN) Free Trade Agreements and is being supported by organisations such as United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP). The United Nations is also facilitating the Asia highway initiative to connect Asia with Europe by road.

With a price point that sits between sea freight and airfreight, road transport can generally be quicker than sea freight. It also offers more flexibility than airfreight. For example, shipping company Dimerco offers a road service from Shenzhen to Singapore in seven days. By sea, that same trip can take up to 16 days.

A number of Loscam customers are now choosing to move products on road between Thailand and Vietnam, as well as the more popular Thailand-Malaysia-Singapore routes. This is happening as the region's major logistics companies are successfully



Source: Asian Highway Route Map, UNESCAP, ©Jan 2014 United Nations. Reprinted with the permission of the United Nations.

“LOSCAM PALLET RENTAL AND PALLET POOLING SERVICES JUST MAKE OUR CROSS-BORDER OPERATION MUCH EASIER. AND THAT MAKES OUR CUSTOMERS HAPPY,” SAYS MR TING WAI MENG, DIRECTOR OF RIGHTWAY ELITE.

expanding their intra-Asian trucking services. Loscam is also seeing Myanmar emerging as a viable land transport destination and hopes to facilitate China into SE Asia flows this year.

“Loscam pallet rental and pallet pooling services just make our cross-border operation much easier. And that makes our customers happy,” says Mr Ting Wai Meng, Director of Rightway Elite.

Kenny Tan, Loscam’s Senior Regional Manager-Key Accounts & Business Development - SEA, suggests “With increasing pressure on all industries to drive down costs to have a competitive edge in their specific market, the Loscam pallet rental model offers a solution which will save on costs and wastage. As our recent eco-study proves, one-way pallets are becoming costlier and disposing them presents an environmental problem.”

Trade volumes rebound since the Asian Crisis

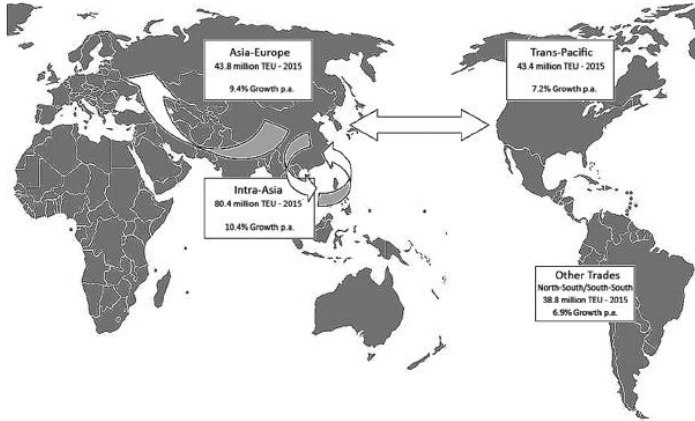
Intra-Asian trade will continue to outperform global container growth having recorded a 10.4 per cent compound annual growth rate over the past 10 years. Trade volumes are showing healthy, steady growth since the passing of the Asian financial crisis that began in mid-1997. It is also expected that trade on the Trans-Pacific route will grow more strongly than trade with Europe.

A number of Loscam customers are moving their freight on Loscam pallets so when it arrives at its destination, the pallets can swiftly be de-hired to the local Loscam depot. Customers save the large cost of one-way pallets and there is also an eco-advantage as one-way pallets would normally end up in landfill sites.



An interesting spin-off promotes local development

To take full advantage of improved road access to the increasing number of consumers in the region, manufacturing clusters are being established along major intra-regional highways. This, in turn, is promoting the development of new logistics centres. In one such case, electronic components are being transported from Vietnam to Shenzhen by road, and manufacturing clusters have been set up in Vietnam and Cambodia as a result of the improved road access to the Thailand and China borders.



Source: Fig. 5-3: Trade Lane Growth (2005-2015), P. 55, Study on Regional Shipping and Port Development: Container Traffic Forecast 2007 Update, UNESCAP, ©December 26, 2007 United Nations. Reprinted with the permission of the United Nations

Cross-Border Case Study

Every day, thousands of trucks cross the Malaysia-Singapore border to supply Singapore with consumer goods manufactured in Malaysia. Rightway Elite Sdn Bhd, a Malaysian 3PL provider, was an early adaptor of Loscam's cross-border palletised service for the movement of goods.

In one instance, after adopting the pallet service, Rightway Elite's customer saw productivity of its warehouse operations improve by 90 per cent, and in some cases up to 200 per cent. Previously it took at least four staff up to six hours to load and unload a truck. Now, by using Loscam's pallets, one forklift driver can do the same job in 30 minutes.

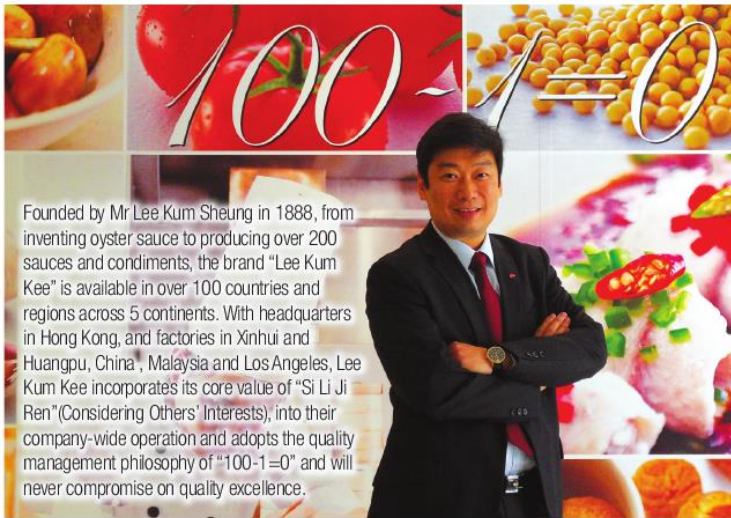
Just as important, the damage rate decreased by 50 per cent due to reduced manual handling throughout the supply chain. Finally, as the truck is able to make deliveries much faster with the use of pallets, it has more time to do other assignments – which translates to significant savings for transport companies.



Rightway truck carrying consumer goods

Cross-Border Partnership based on shared values

A LEADING SAUCES AND CONDIMENTS BUSINESS HAS PARTNERED WITH LOSCAM TO TAKE ADVANTAGE OF ITS EFFECTIVE CROSS-BORDER SOLUTIONS BETWEEN CHINA AND HONG KONG.



Founded by Mr Lee Kum Sheung in 1888, from inventing oyster sauce to producing over 200 sauces and condiments, the brand "Lee Kum Kee" is available in over 100 countries and regions across 5 continents. With headquarters in Hong Kong, and factories in Xinhui and Huangpu, China, Malaysia and Los Angeles, Lee Kum Kee incorporates its core value of "Si Li Ji Ren" (Considering Others' Interests), into their company-wide operation and adopts the quality management philosophy of "100-1=0" and will never compromise on quality excellence.

Mr. Steven Li, Executive Vice President – Supply Chain Management of Lee Kum Kee

"WE VALUE THE CROSS BORDER CHINA/HONG KONG SOLUTIONS LOSCAM HAS BROUGHT US. THEY HELP US IN REDUCING THE AMOUNT OF UNNECESSARY HANDLING, AND ENABLE DIRECT DISPATCH TO SUPERMARKETS, FURTHER INCREASING OUR OPERATIONAL EFFICIENCY."



Mr Steven Li, Executive Vice President – Supply Chain Management of Lee Kum Kee (LKK) shared the company's rationale behind selecting a pallet provider, and reasons for partnering with Loscam.

"We value the Cross Border China/Hong Kong solutions Loscam has brought us. They help us in reducing the amount of unnecessary handling, and enable direct dispatch to supermarkets, further increasing our operational efficiency. We appreciate Loscam for bringing such breakthrough to LKK," said Mr Li.

"Being a food manufacturer, LKK commits to food safety and strictly conforms with international quality management systems. With quality, it is non-negotiable." Since pallets are brought into LKK's production lines, they need to be up to a high standard. "We could not tolerate the risks posed to our production lines by hygienic issues with pallets. Therefore, we have stringent control over production lines and packaging lines. We are zero tolerant to such risks." Mr Li reiterated. "We are happy to be working with Loscam as the cooperation between the two companies, the scheduling, replenishing and quality are highly satisfactory."

Mr Li then went on to explain the other two reasons for selecting Loscam. "Another thing LKK

considers is convenience. Loscam pays attention to details that make life easier for clients, such as smoother cross border procedures, coordination among sending and receiving countries. Loscam is more coordinated, convenient and flexible."

Another factor that drew LKK's preference to Loscam is the shared value on environmental protection. Mr Li added that LKK takes a proactive approach in fulfilling its environmental responsibilities and he is glad Loscam's shared pallet pool also fits with LKK's eco-credentials.

When asked about Loscam's role in LKK's 2015 planning, Mr Li replied that they depend on Loscam to provide more logistics solutions and new technologies to help the company develop its markets through further utilisation of pallet pooling.

"It is not merely the rental of pallets, the most important thing here is the alignment of the two companies' values. Loscam's pallet pooling and returnable solutions have helped us to increase operational efficiency. We need to build up a platform so resources can be shared to attain efficiency and to avoid double-handling and damage." As LKK's products are in glass jars, and there are many handlers and up and down the supply chain, even one tiny flaw on operation could cause great damage and cost. "We are therefore, very stringent to all handling equipment, and have selected Loscam to help minimize such unnecessary risks. Looking back, the decision to select Loscam is correct," he said.





Fast Services enhances DC operations with Loscam

A MAJOR CONTRACT WIN FOR FAST SERVICES SAW LOSCAM COME ON BOARD TO SUPPORT THE PHILIPPINES-BASED LOGISTICS BUSINESS.

Based in the Philippines, Fast Logistics caters to the end-to-end logistics needs of its multinational customers, providing a high level of logistics service integration, merging freight, express courier, warehousing, trucking, toll packing, and selling distribution functions, as required.

With such a vital role in its customers' supply chains, Fast Logistics requires streamlined processes. Since November 2011, the company has engaged Loscam to handle their pallet pooling needs. In April 2014, one of their business units, Fast Services, won the bid to handle third party logistics for Nestle's north DC, one of their largest accounts. Fast Services, in turn, bid out the pallet requirements for the site, and Loscam was chosen to step up to the challenge.



Left to right: Catherine Jimenez, Loscam Philippines; Manny Onrejas, VP Operations, Fast Services; Patrick Patino, Loscam Philippines; Renie Samontan, COO, Fast Services; Remie Co, VP Sales/CRM, Fast Services and Nancy Uy, Loscam Philippines

"Our big food account is Nestle, with over 40,000 pallets currently on hire, the majority in Manila, and the rest in Cebu," explains Manny Onrejas, Vice President of Operations, Fast Services Corporation. "We chose Loscam

for two main reasons: cost competitiveness and after-sales customer support. We feel the service delivery from Loscam is good, having worked with them before, with timely responses from the local teams."

Ready to roar: Lion and Loscam

LION CORPORATION THAILAND AND LOSCAM HAVE BEEN IN PARTNERSHIP FOR SIX YEARS, SO HOW HAS THIS RELATIONSHIP HELPED SUPPLY CHAIN OPERATIONS?

Since the company began in 1967, Lion Corporation Thailand has become a prominent player in the FMCG industry. The company began by manufacturing powder detergent and shampoo and, with careful product research and development, the product range expanded to include dishwashing liquid and liquid stain remover. One of the business's best known and most widely used products is Pao Book Jin Powder Detergent – known locally as Pao.

For six years, Lion Corporation Thailand has used Loscam's pallet pooling solutions. Mr Samarn Siasakul, Inventory System Development Supervisor, says Loscam's network has been of great help to the business.

"As we deliver our products widely to customers, such as Big C and Tesco Lotus, Loscam's pallets have helped boost the efficiency of our supply chains," says Mr Siasakul. "We can simply transfer pallets at each delivery point, reducing goods handling and loading time."

A ready supply of pallets keeps production lines running smoothly, the standardisation of pallets ensures that stacking is uniform and secure and "there is no need to spend a lot to purchase pallets as such expenses, including administration and maintenance, are transferred to Loscam", he adds.

Lion Corporation is continuing to improve its logistics efficiencies, including warehouse and transportation management to maintain competitive advantages.

"In the long-term, we plan to have one main warehouse supporting international and domestic outbound operations," says Mr Siasakul. "This year we will foster greater cooperation of logistics development among Lion Corporation in Japan, China, Taiwan, Hong Kong, Malaysia, the Philippines, Singapore and Indonesia and Loscam will be a good partner to support us with pallet demand as we grow."



Left to right: Three members from Inventory System team; Mr Samarn Siasakul, Inventory System Development Supervisor, Lion; Mr Somyot Thongthanyai, Area Sales Manager – Loscam Thailand; Miss Noknoi Satayasaoraya, Customer Service Supervisor – Loscam Thailand; Mr Kittipat Charoensuk, Assistant Operations Manager – Loscam Thailand

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Innovation driving new & practical customer solutions

Loscam enters Crate Pooling

Loscam has marked its entry into produce crate pooling with the gradual implementation of the company's crates into the New Zealand Foodstuff's supply chain. And the Loscam crates are set to become the growers' favourite.

Feedback from the steadily lengthening list of customers has focused on the Loscam crate's strength and stability. Customers also describe the crate as user-friendly due to its unique active lock mechanism and ability to cross stack.

"We have spoken to a lot of growers and retailers who would like to see increased competition in produce crate rental. This is not only to ensure they are getting the best price, but also to give them access to the latest crate technology available," says Hans Wouters, Loscam NZ's National Manager Produce Solutions. "Our crate will solve a lot of problems in the market. It allows for wider applications for retailers as it integrates into our unique rising floor bins and also cross stacks. So less stretch wrap is required, bringing real savings to our customers."



New pallet cage

Creating Next-Gen Pallet Cage for Unilever

Continuing the push for innovation in the industry, Loscam has been working closely with Unilever's Chengdu-based team. The result of this collaboration is the recently released next-gen pallet cage, designed to handle the safe and secure movement of bulk goods.

The new cage has a number of useful enhancements that allow for more extreme handling conditions while providing ease of use for operators. These features include strengthened and modified tubing to increase load capacity and improved shock resistance to make it easier to double stack.

Redesigned latches and gate mechanisms mean the cage can be erected more simply and is more secure while on the move. Loscam has also built in improvements to enhance the ease and speed with which cages can be repaired if and when they are damaged.

Loscam becomes a gourmet ingredient for My Food Bag

Loscam has secured an agreement to supply My Food Bag Australia with a pool of secure nestable totes to service the company's "DC to Home" supply chain. My Food Bag Australia is an online meal plan business that produces and delivers healthy meals to the doors of customers across the Sydney area. The business began in Sydney in August 2014 on the back of a highly successful concept developed in New Zealand.



Mr Fred Moujalli, Head of Buying and Procurement for My Food Bag Australia Holding Loscam Totes

Mr Fred Moujalli, Head of Buying and Procurement for My Food Bag Australia, approached Natasha Robertson of Loscam Australia with the company's logistical problem. Discussions between the two businesses allowed Loscam to tailor and source a new product for My Food Bag Australia.



LOS CAM RPC (Active Lock)



User Instructions

Eracting	Folding	Stacking
<ol style="list-style-type: none"> 1. Raise the long side walls until they are erect & perpendicular to the RPC floor. 2. Raise the short side walls until they lock with the erect side walls. Both sides of the side wall must close into place. Make sure all side walls are locked. 	<ol style="list-style-type: none"> 1. Collapse the handles on the short side walls, until the walls are released from the adjacent walls. 2. Fold short side walls can be released at the same time, using one hand for each short side wall. 3. Fold the short side walls at the way in, followed by the long side walls. 	<p>Folded height: 33 mm</p> <p>Maximum 100 per pallet (20 per column)</p> <p>1.18 m</p>



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ALDI behind increased demand for Loscam's Beverage Tray

Loscam's pool of beverage trays grew significantly last year and further growth is expected in 2015 as new orders are placed to meet demand from customers supplying international supermarket chain, ALDI.

Having experienced the first summer with the new beverage tray solution, Loscam was happy to be able to maintain high service levels. The trays provide customers with improved load stability and the ability to transport multiple sized bottles.





"We envisage a long-term relationship with My Food Bag as they look to expand their business into Victoria and Queensland," says Ms Robertson. "And there is a potential opportunity to present the hire-based solution to My Food Bag's New Zealand operation, leveraging the Loscam team across the ditch."

Promo-product solution trialled in-store

Loscam China, in conjunction with a major customer, has just completed a jointly-funded trial with Unilever comparing traditional promotional displays to Loscam's Crystal Clear Promo Solution, at a leading Chinese retailer.

The trial confirmed that the Loscam unit is much faster to assemble and put in place, also making it more efficient to replenish and so improving product on shelf availability. The Crystal unit also had a higher conversion rate with consumers in terms of 'look to touch' and 'touch to buy'. Consumers also thought brand recognition was stronger in the Crystal unit.

Nielsen monitored the trial and this provided extensive information and feedback from shoppers that will be used to further refine Loscam's offering as it develops a promotional display unit solution to take to market.



Supermarket current display racks



Crystal Clear Heavy Duty



Improve supply chain hygiene

LOSCAM ASIA'S NEW PLASTIC PALLETS ARE LIFTING STANDARDS IN INDUSTRIES WHERE HYGIENE IS MOST CRITICAL.

Loscam has recently deployed its new plastic hygiene pallets to Griffith Laboratories in Thailand, a well-known developer and manufacturer of food ingredient systems.

The hygiene pallets are ideal for food manufacturing environments where the use of plastic pallets form part of an overall food sanitation plan. The pallets have a smooth upper deck to enable easy cleaning, have anti-slip features and are accessed with forklifts on each side making them easy to handle in small spaces or within food production facilities.

Mr Robert Waller, Managing Director of Griffith Laboratories S.E. Asia, expressed, "We strive to provide our customers with food products that meet stringent food safety and quality assurance standards, and Loscam hygiene pallets meet these operation requirements, especially with their smooth deck and anti-skid functions."

Whilst wooden pallets are by far the more common of the pallets used within Asia Pacific supply chains, plastic pallets satisfy a niche within environments where higher standards of cleanliness are required. These environments include electronic, pharmaceutical and food production industries.

"The new plastic pallet will expand our service offering to customers who require pallets of rigid hygiene features for some specific environments, where product hygiene and safety is of vital importance," says Mr Ian Nimmo, the Country Manager of Loscam Thailand.

Mr Sirin Limpaitoon, Executive Vice President of Loscam South East Asia, said, "Innovation is a core principle of Loscam, and the hygiene pallet is among our new innovative pooling products. We are happy to see that customer demand for plastic pallets is increasing and we are confident that these new pooling products will add value to our customers' business".



Mr. Somsak Nattakrannuwat, Sales & CRM Director, Sales, Loscam Thailand and Mr. Robert Waller, Managing Director of Griffith Laboratories S.E. Asia in front of the Loscam Plastic Pallets.



Transporting Loscam Plastic Pallets by forklifts.

Loscam moves to bigger New Zealand depot

INCREASING DEMAND SEES LOSCAM MOVE TO NEW DEPOT

Due to continued growth and customer demand, early 2015 saw Loscam announce its relocation to a larger and more strategically placed site. The new and expanded depot is in the high-growth south-eastern area of Auckland. This relocation enables Loscam to better support its growing customer base in terms of capacity and service response times.

Loscam New Zealand Business Manager, Nick Trask, says the latest facility at 12

Chonny Crescent, Manurewa (Wirī) provides a substantially larger pallet repair and storage area and it has increased vehicle access that allows faster truck turnarounds.

“As more people are getting to know about Loscam and our reputation is spreading, the demand for our pallets is growing rapidly,” says Mr Trask. “This has meant we have outgrown our previous Auckland service centre. Our new facility is double the size and this will enable us to meet the demand.”

During the past few months, Loscam NZ has secured a number of high profile customers, including the country's largest logistics company, Mainfreight. Mainfreight began

operations in Auckland in 1978 and became a global operation in 1999 with the acquisition of businesses in Asia and the United States. Today the business has branches across Australia, China, Europe, New Zealand and the US and continues to expand its global footprint.

Loscam NZ continues to expand its services to a range of well known companies in New Zealand including Arnotts and Tui Garden Products. The Arnott's account was secured after a trans-Tasman effort between teams at Loscam and Arnott's, a trend Loscam expects to continue this year as more customers look for the benefits Loscam can deliver across both countries.



Customer advocacy Program a success

Our New Zealand customers have been extremely supportive in promoting our entry into New Zealand by working with us to produce a series of advertisements. Some of these advertisements are shown here. We thank participating customers whole heartedly for their support.



Loscam partners with industry to drive pooling solutions

RECENT WORKSHOPS HELD IN VIETNAM, INDONESIA AND CHINA REFLECT GROWING INTEREST IN FAST-TRACKING THE DEVELOPMENT OF PALLET POOLING.

In late 2014, Loscam successfully facilitated an inaugural pallet-pooling workshop in Ho Chi Minh City. The industry then organised a second meeting with many more participants, including representatives from GS1 Vietnam and Vietnam Supply Chain.

Loscam President, Mark Daniel, shared Loscam's experiences of pooling in various markets in Asia which then led to some in-depth discussions about how to implement pooling in Vietnam and how to manage the interface between trading partners. The group agreed a key next step was to produce a Pooling Rules Guidebook for Vietnam to set out how pooling will operate in the country.

In Jakarta Kenny Tan, Loscam's Senior Regional Manager – Key Accounts & Business Development - SEA, opened the pooling workshop by stating the objective was to bring together industry stakeholders in an open-sharing forum. Mr Tan added that, with modern retail becoming increasingly popular in Indonesia, the time was right to move to a more developed pooling model.

Zul Hasibuan, Loscam Indonesia's Country Manager, and Aphinat Bunnag, Loscam's Regional Key Account Manager – SEA, shared metrics on how pallet pooling has driven cost savings and time benefits in supply chains in Thailand and in Indonesia.

"We were really impressed by the enthusiasm and commitment of all participants at the workshop," says Zul. "We have been working with modern trade on pooling here for quite some time now and hope this workshop will help to take pallet pooling in Indonesia to the next level."

Pallet Pooling goes west in China

A debut pallet-pooling workshop was also recently held in Chengdu, a major city in Western China. More than 50 representatives and CEOs from over 40 retailers, FMCG manufacturers and logistics enterprises participated in the workshop.



CEOs and representatives from over 40 enterprises from central and western regions participated the Chengdu workshop

OVER 70 REPRESENTATIVES FROM INDONESIA'S FMCG INDUSTRY GATHER IN JAKARTA TO HEAR MORE ABOUT PALLET POOLING BENEFITS

Loscam was honoured to have a number of customers share their views and expertise on pallet pooling in China. Mr Fuliang Xu, Consultant of Yonghui Super Store, Mr Francis Fu, General Manager of Walmart Chengdu Distribution Centre, and Mr Haiqiu Chen, General Manager

of Sichuan Sinotrans Jiuyun Logistics, presented their experiences of pallet pooling.

There was also a detailed discussion on future effective pallet pooling in Greater China and what that model might look like.

"In the mid-west cities such as Chengdu, Chongqing and Xian, pallet pooling is a pretty new idea," says Patrick Chan, Loscam China's Deputy General Manager. "Most of our existing customers are using pallets for static hire or for internal transfers only. As a result of the workshop we expect the leading retailers such as Yonghui and CRV to increase the level of pooling with their major suppliers."



Left to right: Patrick Chan, Deputy General Manager, Loscam China; Mr. Yangli, Logistics Manager- Warehousing and Trading Company, COFCO(Chengdu) Agri-Industries Co.,Ltd; Tai Chingnam, Executive Vice President - Greater China; Mr. Chares Wang, Sales Executive -Emerging Area; Ansen Gao, Deputy General Manager, Loscam China

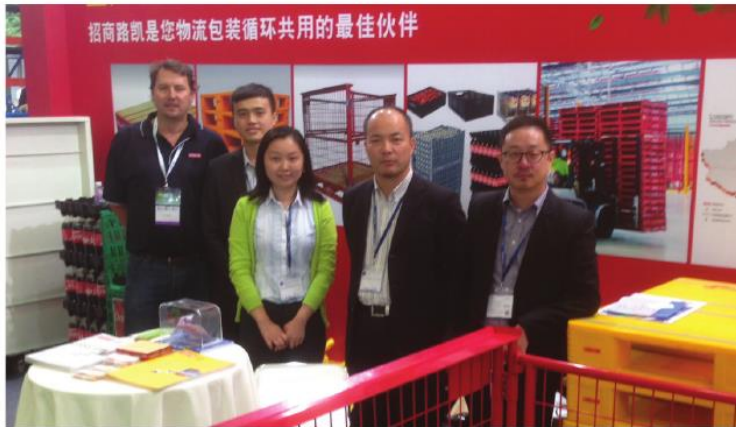


News Briefs:

CeMAT Shanghai trade show success

Asia's largest industrial equipment trade show – CeMAT – was held in Shanghai in October and representatives from Loscam's Solutions team and from the China and corporate offices attended. Loscam had an exhibition booth showcasing the company's complete range of pooling solutions, including foldable bins, pallets and crates. While in Shanghai, the Loscam team took part in a series of meetings and visited Yihaodian, China's largest online grocery seller, and Cityshop – an innovative online and shopfront retailer recently arrived in the city. Loscam representatives said feedback from the event was positive with hopes that the new plastic IBC and the 'lego' pallet will be in markets soon.

Loscam is also participating in CeMAT Sydney in May where Loscam's recognisable red pallets will form part of the entrance infrastructure as well as Loscam's booth showing off the eco-credentials of Australia's only sustainably sourced softwood pallet pool.



Left to right: David Edwards, Vice President-Marketing & Development, Loscam; Karas Li, Marketing Supervisor, Loscam China; Dido Zhou, Senior Key Account Executive, Customer Service, Loscam China; Andy He, Senior Sales Executive - East China, Loscam China and Kyle Yang, Senior Sales Manager - East China, Loscam China

Naz Miljanic appointed Senior Business Development Manager

Naz Miljanic has had a long and impressive career in the supply chain and business development field. Before joining Loscam, Ms Miljanic held various supply chain roles with Coles and Officeworks where she managed the total transport operation for the business. She also has held roles at Visy Logistics and Toll Fast, where Naz was a National Account Manager.

In her appointment as Senior Business Development Manager at Loscam, Naz's product portfolio includes IBCs and bins and she will work closely with the Loscam teams on retail offerings and pursuing key new business opportunities.



Support for Thailand's 14-18 Project



The Commonwealth War Graves Commission (CWGC), was founded by Royal Charter in 1917 to commemorate the 1.7 million men and women of the Commonwealth Forces who died in the two World Wars.

The CWGC joined with the Royal Thai Army Ninth Infantry Division, the Defence International Security Services, the CEA and members of the ex-pat community to recreate a trench section at the Allied War Cemetery in Chungkai, Kanchanaburi. Loscam contributed funds to its construction in what is also the 100th Anniversary of ANZAC.



The Burma-Siam railway was built by Commonwealth, Dutch and American prisoners of war and by civilian forced labour. About 13,000 POWs died as did many civilians, according to the CWGC. The graves of those

who died were transferred to three cemeteries at Chungkai and Kanchanaburi in Thailand and to Thanbyuzayat in Myanmar. There are now 5,084 Commonwealth casualties of WWII buried or commemorated in Kanchanaburi, along with 1,896 Dutch war graves.

An Appreciation Certificate was awarded to Loscam Thailand for its support for the project and for timber provided to rebuild the trench. A large team from Loscam will also be attending the 100th Anniversary service in Kanchanaburi on Anzac Day.

